

## Competitive contracting for Out of School Youth Services

On April 17, 2018, the Camden County WDB and Camden County released a Request for Proposals packet:

- 18-YS-01 – Requesting WIOA Out-of-School Youth Services.

Bidders Conference was held for the set of bid specifications on April 27, 2018.

Proposals were received at the WDB office on May 15, 2018. Two (2) proposals were received. The WDB staff did an initial review of each proposal to ensure all the requirements were met.

A review committee was appointed, consisting of Josh Friedman, Lauren Hill, Marisol Vasquez, and Jyi Peterson (Program Review); and Barbara Pape and Janice Bryant (Fiscal Review). All committee members have been and remain intimately familiar with the need for these services, and all committee members determined that none were in any conflict or potential conflict of interest as defined the Local Government Ethics Law.

The specifications set forth various expectations of the County, and included evaluation criteria upon which the vendors knew they would be judged. These included program design criteria, management criteria, and cost criteria. The methodology included a point computation and was established so as to not unfairly or illegally discriminate against or exclude otherwise capable vendors.

Review teams met, beginning on May 23, 2018, and did complete reviews of each of the proposals. Each proposal was reviewed by team members, and the scores were averaged to produce a final proposal score.

\*\*The attached “Summary of Proposal Evaluation Scores” shows the vendors who submitted proposals for each of the requests for proposals and the scores.

We are recommending the following contracts be awarded:

- **The Work Group** – To provide Out of School Youth services to 60 WIOA-eligible Youth.  
Address: 3720 Marlton Pike, Pennsauken, NJ 08110  
Contract Dates: July 1, 2018 through June 30, 2019  
Funding: \$360,000 WIOA Out-of-School Youth funds

**Initial Award: \$90,000 to provide services to 15 customers**

Performance Benchmarks: per the RFP

- **Camden County OEO** – To provide Out of School Youth services to 40 WIOA-eligible Youth.

Address: 538 Broadway, Camden, NJ 08103

Contract Dates: July 1, 2018 through June 30, 2019

Funding: \$240,000 WIOA Out-of-School Youth funds

**Initial Award: \$60,000 to provide services to 15 customers**

Performance Benchmarks: per the RFP

18-YS-01: Summary of Proposal Evaluation Scores

YS-OEO	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	70	68	68	68	97.14%
Goals and Outcomes	20	20	20	20	100.00%
Agency Experience	20	20	20	20	100.00%
Fiscal Plan	15	15	15	15	100.00%
<b>Total Proposal Score</b>	<b>125</b>	<b>123</b>	<b>123</b>	<b>123</b>	<b>98.40%</b>

YS-The Work Group	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
Quality of Program Design	70	62	65	64	90.71%
Goals and Outcomes	20	20	20	20	100.00%
Agency Experience	20	20	20	20	100.00%
Fiscal Plan	15	14	14	14	93.33%
<b>Total Proposal Score</b>	<b>125</b>	<b>115</b>	<b>119</b>	<b>117</b>	<b>93.60%</b>

<b>SUMMARY</b>	Max Available	Total Score #1	Total Score #2	Average Total Score	% of Available
YS-OEO	125	123	123	123	98.40%
YS-The Work Group	125	115	119	117	93.60%